



## You'll get somewhere with a pipe and P. A!

Prince Albert is sold in tippy red bags, tippy red tins, handsome pound and half pound tins, humidors and in the sound crystal glass humidors with sponge moisture top.



Copyright 1921 by R. J. Reynolds Tobacco Co. Winston-Salem, N. C.

Start fresh all over again at the beginning! Get a pipe!—and forget every smoke experience you ever had that spilled the beans! For a jimmy pipe, packed brimful with Prince Albert, will trim any degree of smokejoy you ever registered! It's a revelation!

Put a pin in here! Prince Albert can't bite your tongue or parch your throat. Both are cut out by our exclusive patented process. So, just pass up any old idea you may have stored away that you can't smoke a pipe! We tell you that you can—and just have the time of your life on every fire-up—if you play Prince Albert for packing!

What P. A. hands you in a pipe it will duplicate in a home-made cigarette! Gee—but you'll have a lot of fun rolling 'em with Prince Albert; and, it's a cinch because P. A. is crimp cut and stays put!

# PRINCE ALBERT

the national joy smoke

### MISSOURI CENTENNIAL CROPS FOR AUGUST, 1921.

Sedalia, Mo., August 13.—Missouri's Centennial birthday crop report, as released to the press of the state and nation by the radio or wireless telephone station of the Board of Agriculture Marketing Bureau for the first time in the history of state-federal co-operation, brings the goodly news of 181,513,000 bushels of corn, 29,728,000 bushels of wheat, 38,640,000 bushels of oats and 3,731,000 tons of hay, the grand total yields on the Center State's 263,004 farms in 1921.

Agricultural Statistician E. A. Logan of the U. S. Bureau of Crop Estimates and Secretary Jewell Mayes of the Missouri State Board of Agriculture jointly announce the condition of Missouri corn as 82 per cent against 84 last August. July weather conditions were unfavorable to corn during the latter part of the month. The crop was firing in some sections of the state and had reached its most critical period, but the showers the last days of July and succeeding rains in early August came in the very nick of time. The greatest damage has been done

to corn in the southeast, south central and along the eastern border. Prospects are good from the Missouri River north in the central and western sections and in several counties south of the river. The late corn, of which there is considerable acreage, is very materially improved by the recent rains. Chinch bugs have not done nearly the damage of last year, but are hurting the corn in a few counties. The forecasted yield of 29 1-2 bushels indicates 181,513,000 bushels on 6,153,000 acres against 198,880,000 last year.

Missouri wheat threshing returns are 10.9 bushels per acre against 12 1-2 last year. The state yield is 29,728,000 bushels on 2,746,000 acres against 32,500,000 bushels last year. The 10-year average yield per acre is 14.2 bushels, and during the past five years the state average production has been 38,402,000 bushels. The yield per acre is very much less than was expected earlier in the season, running from 4 bushels to above 20. The quality is low and uneven, most of it testing No. 3 and lower, but wheat grown in Charleston county on fertilized land graded as high as No. 2. The quality is 8 per cent of normal against the 10-year average of 90. Spring wheat averages 11 bushels per acre, quality of 79 per cent.

Oats are threshing 21 bushels per acre, a total of 33,640,000 bushels on 1,840,000 acres, the largest acreage of oats ever sown in Missouri. The acre yield is the lowest since 1911 and the poorest crop in years. Early returns from the State Farm Census by the local assessors confirm early estimates of a very large acreage, but yields are poor and quality very low, the crop moving at lowest prices offered for several years. Oats yield in 1920 was 45,855,000 bushels.

Other small grains, such as barley, were hurt by the adverse conditions, as were rye which is yielding 11.2 bushels per acre with quality of 86 per cent; buckwheat, sown on a reduced acreage, shows a condition of 84 per cent at this time.

### HOW TO WRITE EPIGRAMS

The epigram is the most concise readable advertising written, and—it sells goods.

Charles L. Archbold, advertising manager of the National Refining Co., has had phenomenal success with a scheme whereby he supplies the dealer with a six foot "cut-out" of a boy holding a slate and then sends them a timely humorous epigram each day to be chalked or whitewashed on the slate.

To the merchant who would write epigrams for his advertising Mr. Archbold explains that connecting incidents are the suggestions of epigrams, for instance: A tiresome caller once overstayed the limits of hospitality and as a last resort Mr. Archbold started the phonograph, this suggested to him: "The only difference between some people and the phonograph is that the phonograph runs down."

Again, when paying his lunch check the ringing of the cash register suggested: "The most beautiful note in the music of business is the ring of the cash register."

Don't be discouraged if your epigrams do not show the "snap" of the genius Mr. Archbold, for he has been writing them for twelve years and lately supplying one good one each day. In his characteristic manner he tells you that his "first 100 were the hard set."

Selling argument, humor and philosophy all in 8 to 12 words is what the epigram comprises. What answers the formula of advertising better?



### Lucky Tiger

The Nation's Hair and Scalp Remedy! Promotes hair growth—stops itching—beauty, health—action immediate and certain. Money-Back Guarantee. At drug stores and barbers, or send 25c for free sample.

### NEFF HAS TEXAS LAW-DADS IN SWEAT



Pat M. Neff, Governor of Texas, is an expert on agriculture. When the bottom dropped out of farm commodity prices, he saw the need of strictest economy. He asked the legislature to give him this and it failed before the session adjourned. Then Governor Neff took the bull by the horns, shattered all precedent by calling a July session and again presented his economy plan.

### WHEAT CROP COST \$558 MORE THAN THE MARKET YIELDED FROM 60 ACRES

A 60-acre field of wheat cost R. L. Smith, west of McCredie, \$558 more than he got out of it this season. The crop cost \$1,487.40 and brought \$929.40.

The figures are authentic, for Mr. Smith kept a careful account of all labor and expenditures on the crop. They were used in a statement made before the Missouri Public Service Commission at Jefferson City at a hearing on a proposal to reduce freight rates on grain and hay.

The items of expense in producing the crop are summarized by Mr. Smith as follows: Man labor, 541 hours at 30 cents an hour, \$162.30; horse labor 1,472 hours at 15 cents an hour, \$220.80; miscellaneous expenses including seed and fertilizer, \$534.90; rental on land, one third of crop, \$495.80; depreciation of machinery, 5 cents per horse hour \$37.60.

The miscellaneous expenses are divided into the following items: Sharpening plow, 12 1-2 cents an acre, \$7.50; fertilizer, 9,900 pounds at \$4 a ton, \$39.60; seed wheat, 75 bushels at \$1.65, \$123.75; twine, 115 pounds at 15 cents, \$17.25; machine oil, 60 cents; threshing 830 bushels at 7 cents, \$58.10; hauling, 830 bushels at 4 cents, \$33.20; sack rent, 450 at 2 cents, \$9; feeding threshing machine hands, 24 men at 50 cents each, \$12; coal, 40 bushels at 12 1-2 cents, \$5; scale draughts, 10 at 15 cents, \$1.50.

Mr. Smith itemized his labor costs as follows: Breaking ground, 135 man hours, 540 horse hours; dragging ground, 18 man hours, 72 horse hours; discing ground, 54 man hours, 384 horse hours; smooth harrowing, 18 man hours, 72 horse hours; rolling, 27 man hours, 108 horse hours; drilling, driver and helper, 54 man hours, 108 horse hours; harvesting, cutting, 27 man hours, 108 horse hours; harvesting, shocking, 54 man hours; hauling fertilizer, 12 man hours, 24 horse hours; hauling seed wheat, 15 man hours, 32 horse hours; pitchforks in field, 35 man hours; bundle wagons, 70 man hours; sacking wheat at machine, 21 man hours—total 541 man hours, 1,472 horse hours.

Based on these figures, the cost of production was \$24.79 an acre. The crop averaged 13.83 bushels and sold for \$1.12, or \$15.49 an acre, making the loss \$9.30 an acre.

### JUST HUMAN YOU

You'll find it better to agree With those to whom you sell, To make it plain for them to see And know of what you tell.

You'll find it well to dig down deep And learn the work you're doing, To shun conceit and always keep From "egotistic" ruin.

You'll find that folks will seek you more When known by face and name, To think success will bring your store Of what you think—the same.

You'll find that folks who buy depend Upon you to be true, So never try to "just pretend" But be "Just Human You."

### OVERHEAD—THAT'S ALL

A Topeka business man employs two negroes to work on his gardens, which he personally oversees. One morning Sam did not appear. "Where is Sam, George?" he asked. "In de hospital, sah, sah." "In de hospital? Why, how did that happen?" "Well, Sam he been a-tellin' me ev'ry mornin' foh ten days he gwine to lick his wife 'cause o' her naggin'." "Well?" "Well, yestiddy she done overheat him, dat's all."

### STOWAWAY HELD AT ELLIS ISLAND

Marshall Huff received an inquiry a few days ago from the City Mission Society of New York, relative to Guy Stanford McCay, who is being held at Ellis Island as a stowaway. McCay wants to return to the United States, his native country, but has nothing to show that he was born here, and is being held until proof can be furnished. He is a son of the late Geo. McCay, who resided west of Bismarck. We are told that McCay is a regular globe trotter, having been to all parts of the world.—Bismarck Gazette.

### THE CONSCIENTIOUS SCOT.

"An enterprising drummer," says a New York business man, "once attempted to bribe an old Scotch merchant by offering him a box of cigars." "Na, na," said the old chap, shaking his head gravely, "I canna' tak' 'em." "Nonsense," said the drummer. "If you have any conscientious scruples you may pay me a quarter for the box." "Weel, weel," said the old Scot, "I'll tak' two boxes."

### JOHN B. ROBINSON,

Dentist.

Specializing in Plate and Bridge Work Complete X-Ray Equipment.

Office with Dr. B. J. Robinson, Farmington, Mo. Phone 94.

### DR. J. A. OVERTON

DR. SYLVIA R. OVERTON

Osteopathic Physicians

Farmers Bank Building

FARMINGTON, MO.

Office Phone, 296.

Residence Phone, 90.

### LEE RARIDEN

Dentist

Office: Realty Building, Room 6, Farmington, Mo. Phone 111.

### GEO. C. FORSTER, Agent

FIRE, TORNADO, PLATE-GLASS and AUTOMOBILE

INSURANCE

Office in Farmers Bank Building.

Notary Public.

Phone 355.

### ADAM NEIDERT

### JOHN A. NEIDERT

NEIDERT UNDERTAKING CO. UNDERTAKERS AND EMBALMERS FARMINGTON, MO.

We are licensed embalmers and carry in stock a complete line of metal lined State and Couch Caskets, Robes and Grave Vault. Telephone calls, either day or night, are given our prompt attention. Office Phone 380 L. Residence Phone 380 R.

### E. E. Swink, President.

R. L. ALLEN, Cashier.

### L. A. Ramsey, Ass't Cashier.

Ed. Helber, Vice President.

### St. Francois County Bank

(Post Office Opposite.)

Farmington, Missouri

Solicits your banking business. Insured against burglary. This is the bank with the Savings Department. Interest paid on time deposits.

### Directors:

THOS. H. STAM E. E. SWINK R. L. ALLEN. ED. HELBER. DOCK MACKLEY. S. J. TETLEY. E. J. HARRINGTON. Established 1897.

### W. M. HARLAN, President

W. R. LANG, Vice President

### M. P. CAYCE, Cashier

S. F. ISENMAN, Ass't Cashier

### Bank of Farmington

Capital Stock - \$50,000

Surplus and Profits \$110,000

Does a general banking and exchange business. Interest paid on time deposits. Insured against burglary. Collections a specialty.

### Directors:

Peter Glenshaw W. F. Doss H. P. Cayce W. R. Lang W. M. Harlan E. A. Rozler J. E. Klein

### THE FARMERS BANK

FARMINGTON, MO.

Capital Stock - \$50,000.00

Surplus - \$35,000.00

ONE DOLLAR STARTS AN ACCOUNT.

Directors—P. A. Shaw, Wm. Landon, G. B. Snider, W. C. Fischer, E. J. McKinney, C. B. Deaman, L. H. Williams.

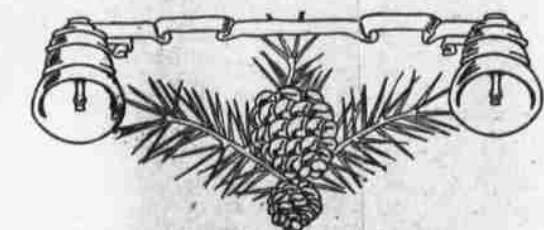
### Farmington Undertaking Co.,

Farmington, Mo.

CALLS ANSWERED DAY OR NIGHT

Rolla Cozean, Manager.

Telephone: Residence 46; Office 238



## Dependable Jewelry

More than fifty years of successful business in Farmington is our guarantee of handling nothing but thoroughly honest, dependable goods, at prices that are always worth the money.

When you want anything in our line we will be pleased to have you call.

Tetley Jewelry Co.